

TURNING CATTLE INTO GOLD IN THE WILD CANADIAN WEST



Clydesdales on the Prairie.

Pat Burns, Cattle King of British Northwest, Talks of the Industry.

MADE MILLIONS BY IT

Declares No Country in the World Is Equal to His for the Making of Money.

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CALGARY is the capital of the cowboy country of the wild Canadian West. What was once known as the Great American Desert extends from Montana north into Canada. It comprises a region more than twice as large as Ohio, running from the Rocky Mountains eastward, devoted to grazing. The land, though semi-arid, is covered with the richest grasses, and it is now supporting hundreds of thousands of cattle, horses, sheep and hogs. According to the last census, there were a million cattle in Manitoba and the Northwest, a little more than a third that many horses, and about a hundred thousand hogs and sheep. Large herds are now brought here from Texas to be fed, and more than forty thousand hogs were shipped on the hoof last year from Calgary to England. Just north of this region there is a dairy country, where they are establishing creameries with government assistance, and where they expect to raise butter and cheese for British Columbia and the Orient.

THE GREAT CANADIAN RANGE.

These stockmen claim to have more grazing lands than we have. I have travelled for hundreds of miles east and north of Calgary through a rich prairie country covered with grass, and I am told much lands run south to the United States line. The Canadians say that their possible ranching area is bigger than Texas, and some describe it as equal to six States as large as Pennsylvania.

Most of this country is now let out on government leases. The annual rent is four cents an acre, but the grass is so thin that it takes twenty acres to feed one head of stock, and the government will not permit more than that average number to be grazed on any of the ranches.

Our own cattle country has been greatly overstocked. The grasses have been cut off that they will not come up and our Agricultural Department is encouraging re-seeding the plains. Here, in Canada, everything is under rigid government supervision. The mounted police patrol the ranches. They enforce the protection of the cattle against diseases, and have dipping stations where all the stock that comes into the country is examined and treated to prevent the introduction of Texas fever and other plagues. These police have veterinary surgeons with them, and they watch carefully all cattle from the United States.

A LAND OF FINE STOCK.

Most of the stock raised here is well bred. One thousand dollars is by no means a high price for a bull, and there are cattle sales at Calgary every year which compare favorably with any in the United



In the Corral.

PRAIRIE SCENES IN CANADA'S PROSPEROUS FAR NORTHWEST.

States. The favorite animal is the short-horn, but there are many polled Angus and Galloways. The best breeding stock comes from England, and there are some ranchmen who make a specialty of raising choice beef for the English market. The Canadian Cattle Company, which has forty thousand head on its different ranches, ships its stock on the hoof to England. The animals are all grass fed, and the sanitary regulations are such that they must be killed within eight days after landing in Great Britain.

Sir William Van Horne has a big farm in Western Canada which is noted for its fine cattle, and there are many rich farmers in Manitoba. Right in the heart of the wheat belt Thomas Greenway, a former Premier of that province, has a farm of two thousand acres, but he plants only one-half of this in grain and devotes the rest to raising highly bred short-horns. He has now two hundred, and says they are the most profitable part of his farming operations.

THE ARMOUR OF CANADA.

One of the best known ranching men of the West is Patrick C. Burns, of Calgary. He is the Armour of this part of the world, and is sometimes called the cattle king of the British Northwest. He shipped 3,500 carloads of beef last year, and he has now about 20,000 head in his yards. He has a big trade with Manitoba, British Columbia and Alaska. At the beginning of the Klondike gold discovery he got \$1,000 apiece at Dawson for steers, and as much as \$1 a pound for beef on the hoof.

Pat Burns came to Calgary about twenty-five years ago, and began life by ploughing up the prairie at so much a per acre, and he turned his savings into cattle, and let

them graze on government lands. As he made more money he bought more cattle, and, to make a long story short, he is now a millionaire and is growing richer and richer. It was in his office in Calgary that I chatted with this man on cattle raising. Said he:—

"There has never been such a country for money making as this. All we have had to do has been to turn the cattle out on the prairie and let them grow into gold. The climate is such that they can feed out of doors all the year round, and the grass fattens them almost as well as grain. I am now shipping to Liverpool stock which has never tasted corn. They are grass fed and their flesh is hard enough to stand the voyage."

"Not as well as grain fed stock?" I asked.

"Perhaps not," was the reply. "But they cost less to raise and they are worth more to us."

CANADA CATTLE FOR ENGLAND.

"What can you get for a good steer, Mr. Burns?"

"A four-year-old, fit for the market, will bring \$40 here," was the reply.

"What will it sell for in Liverpool?"

"Seventy-five or eighty dollars. It costs just about \$30 to get it there, for we must send it two thousand miles by rail and then across the Atlantic Ocean. The people who handle such cattle expect to make \$7 or \$8 a head."

"How much do such animals weigh?"

"I have shipped many which have averaged one ton each, and we sell hundreds which will weigh 1,600 pounds. Such beasts are entirely grass fed."

"But will not the stock business now fall

off? I understand that the ranches are being cut up into farms."

"Yes; that will be the case with ranching pure and simple, although stock raising will increase. It now takes ten acres of wild grass to support one steer; on the farms the same land will support ten. We have now about 150,000 cattle in this vicinity. We shall eventually have 1,500,000."

RAISING BLOODED HORSES.

One of the large stock businesses here is horse raising. I saw thousands of horses feeding on the prairie between here and Medicine Hat, and passed large herds on my way north to Edmonton. The horses are fine looking. The day of the bronco and the bronco bustler has passed, and the animals now breeding are handled by the stock men, so that they are comparatively tame when ready to break. Nearly all the best known horses are represented. There are Clydes from Scotland, thoroughbred shires from England and Percherons from France. Some of the ranchers are raising trotting stock, and others pure saddlers for our city markets. Robin Adair, which recently took the first prize at the New York Horse Show, was reared just outside of Calgary, and near by there is a stockman who has twelve hundred Percheron mares. There are stallions here every year, and they compare with the cattle shows in quality.

I drove out over the prairie yesterday to the Robinson horse ranch. This is devoted to rearing Clydesdales and shires for the markets of British Columbia and Eastern Canada. These horses are in great demand in the mining regions, some of them going as far north as Alaska. Leaving Calgary, we drove for several hours over a rolling

Mounted Police Prevent Overstocking of Ranges in What Was Once Great American Desert, Now Making Wealth.

CANADA COWBOY IS TAME SPECIES

and, as the cowboys tell me, come out hog fat in the spring.

"What breeds of horses are the most profitable?"

"We can make more money from draught horses than from any others. I have about three hundred four-year-old animals which will weigh 1,500 pounds apiece. Those horses will bring \$40 a pair, and they are far easier to raise than the thoroughbreds and require less trouble to train them for the market."

STOCK MEN VS. FARMERS.

I find somewhat the same friction between the cattle men and sheep men here as exists in the United States. The government regulator where the sheep ranches are to be, and the result is that there are fewer sheep than cattle or horses.

The cattle men also object to the farms which are growing up in the stock country. Within the last few years it has been found that almost all of these semi-arid lands will raise winter wheat, and a large part of such land is being turned into farms. I met here at Calgary a Chicago man who had fenced in a thousand acres. He had bought this tract in the heart of a rich grazing country and was about to raise winter wheat. The stock men warned him to leave and cut his fences. After they had done this several times he called upon the head of the mounted police, Colonel Saunders, and said:—

"I have come to see if my rights cannot be protected. I am not a Canadian citizen, but I am an American who has bought property in Canada. I have a clear title to my farm, but your stock men say that I shall not till it, and they have cut my fences again and again."

"I think we can protect you," replied the chief. "I will send you an officer and he will swear in your hired men as members of our police force. After that they can arrest any one who dares touch your fences or destroy your crop. If the intruders resist arrest and your men shoot them in carrying out their duties that act will be perfectly legal."

Thereupon the Chicago man went back to his ranch. A few days later his hands were made temporary members of the mounted police, and from that time on he had no further trouble.

I would say, however, that the Canada cowboy is a far more orderly creature than his American brother. He lacks the picturesque of our frontiersman, and he never dashes into the settlements to shoot up the towns. The system of mounted police which prevails throughout Western Canada results in good order being everywhere kept. The farmers are regularly visited and cattle thieves are vigorously punished. Indeed, the general order of both town and country is superior to that of the western parts of the United States.

FRANK G. CARPENTER.

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The Chief Offender.

The American Federation of Labor is numerically the largest trust in existence.

The labor union trust and every capital trust was organized to gather extra gain or money from the common people.

It makes no gain for the labor union trust if a bricklayer member gains an extra price for working for a member of the carpenters' union. All that is but "swapping nickels."

The feed to fatten the trust must come from the common people who are not members and who therefore cannot be counted in on the division of the spoils.

It is plainly the common people who must be legally and gently "held up" and made to contribute funds to fatten the trust members. The common man who buys a pair of shoes or suit of clothes must pay something extra to cover whatever the labor trust has been able to "hoist" the price of labor above the natural price governed by supply and demand. So the man who buys beef must pay the extra price forced by the beef trust. Therefore it seems plain that all trusts, both of capital and labor, are contrary to the interests of the common people and are oppressors just in proportion as they have the power to force money

from and tyrannous conditions upon the people.

There would be no limit to the tyranny if the people did not protect themselves.

This condition has demanded the organization of Citizens' Associations in the cities and villages, possessing the power of the people for self-protection, and the plan works.

There are now nearly 500 local associations affiliated and working with the Nat'l Citizens' Industrial Ass'n.

It has only lately occurred to the people that when any labor union trust calls a strike, ties up an industry, pickets, boycotts and interferes in various ways with the affairs of citizens they come under the nat'l laws governing trusts which prohibit acts in restraint of trade.

It is the right and duty of every employer to demand of the Prosecuting or District Atty that he proceed against the members of the labor trust whenever they break the law by the illegal acts of boycott, picketing or any sort of interference with business and commerce. We are all free American born, with the right to work when and where we please, to employ or not employ whom we please and to conduct our affairs without interference by any impudent member of any trust on the face of the earth, and the man who will not resent such interference and at-

tempted tyranny is a coward and a traitor to his fellow man.

Let the members of the labor trust be brought to the bar of judgment whenever they break the law "in the restraint of trade" or become violent lawbreakers in other ways.

The laws are for the protection of the common people, and it must be made very unsafe for any labor union trust member or any other trust member to break them. If you are oppressed and tyrannized over, compel the public officers to do their duty.

Let this country be conducted in the interest of the common man and not solely for any combination, either of capital or labor.

The Square Deal Magazine publishes facts about the labor trust in an educational campaign to place these facts before the people clearly, stripped of sentiment and fancy. It is on sale at newsstands at 10c, or sent a year for \$1.00. It is boycotted by some newsdealers with labor union proclivities.

If the newsdealer says he don't sell it, suppose you transfer your trade to another who believes in supplying papers and magazines that people call for without regard to the dictates of any labor union trust.

Nat'l Citizens' Industrial Ass'n, St. James Building, New York.

C. W. POST, President.

Waldorf's Retired Manager Plans Great Chain of Hotels

Thomas F. Hilliard Leaves for England to Consult Capitalists Who Are Behind His Scheme.

FIFTY MILLION IS INVOLVED

THOMAS F. HILLIARD, who resigned last week as manager of the Waldorf-Astoria after making a fortune, is not after all at spending his life in retirement. He is now making arrangements for establishing a series of large hotels in this country and in Europe, all under one management. He sailed yesterday on the Campania for England, where he will consult with capitalists who are interested in the plan, and before many months he thinks that he will again be in hotel management on a larger scale than he has yet undertaken.

He modestly denies that he has \$1,000,000, yet it is generally understood that he has investments which bring him \$50,000 a year or more.

Mr. Hilliard came to this country from Belfast, Ireland, when he was a boy. At eighteen he was employed as a clerk in John Wanamaker's store in Philadelphia. His attention to customers, his mental alertness and his businesslike methods commended him to George C. Boldt, who was then just starting the little Bellevue which was the beginning of many months' career. Mr. Boldt took Mr. Hilliard into his employ and for twenty-six years that association continued. The first duties undertaken by the man who was not until a few days ago the manager of the Waldorf-Astoria, were onerous, but not exacting. He moved boxes and casks in the cellar, filled wine bottles and attended to the stores. From this post he went up step by step until he was intrusted with the heaviest responsibilities.

With the building of the Waldorf and subsequently the Astoria Thomas M. Hilliard, who is a born organizer, had full scope. He was familiar with all the elements which went to make up the modern hotel, which is no longer an inn, but a great commercial plant, with numerous departments—a complicated machine which must be managed with skill and care.

He was for many years the executive officer of the Waldorf-Astoria and did his work thoroughly and well. Eighteen hundred duties were under his direction. His duties were especially heavy in the absence of Mr. Boldt.

ALERT FOR INVESTMENTS.

It is part of the life of the up to date hotel manager to keep informed on all

financial affairs. From the first Mr. Hilliard invested his savings in stocks and bonds, selling and reinvesting. Many wealthy men are patrons of the Waldorf-Astoria, and among them Mr. Hilliard has staunch friends, but his policy was not based on financial tips, but on his own judgment. Some of his most successful stock operations were in Reading. His salary for the last fifteen years had been a large one, and he was able to save a considerable portion of it. The duties of the supervisor of a large, modern hotel are exacting, and after twenty-six years "working at the forge," as he puts it, Mr. Hilliard is to devote himself to management on his own account.

Associated with him in the hotel corporation which he expects soon to establish are capitalists both in the United States and in England. The plan provides for a chain of hotels extending half way around the globe, from Paris to San Francisco.

BUT NOT PHILADELPHIA.

"My idea is to conduct the establishment on the latest up to date American plan, with every known improvement and the best men in the business at the head of the various houses. We propose to have a hotel in Paris, one in London, one or more in New York, one in Boston, one in New Orleans, one in Chicago, one in San Francisco and one in Atlantic City, but none in Philadelphia for the reason that it is not a hotel town. Everybody there lives at home, in his own dwelling, and as a rule Philadelphia hotels are not well patronized. As a matter of fact, twenty-five or thirty years ago it was not considered proper for a respectable woman to be seen in a public restaurant there. It has taken years to educate enough people to give the limited local patronage to the few hotels they now have in Philadelphia.

"At the very start our enterprise will require at least \$50,000,000, and we are talking of increasing the capitalization to \$100,000,000. I am convinced that the project will be a success. American capitalists, strange to say, have never taken kindly to hotel investments requiring a large amount of capital, and yet the Astoria and the Waldorf have invested millions in hotels and have made money.

"One great advantage of our plan would be the saving of at least 10 per cent in expenses—buying supplies. For instance, we could buy five thousand cases of champagne for our various hotels at much less than if we buy only a thousand cases for a

single hotel. The same would hold good as to other supplies.

CASH FOR EVERYTHING.

"Our great card would be paying spot cash instead of keeping the wine merchants waiting month after month, or even longer, for their pay. This alone would give us bottom prices in all the markets of the world. On wines we would save at least thirty per cent. Suppose you go to a whiskey merchant and price the best whiskey. Four dollars a gallon he will tell you. But when he finds that you want enough for ten or fifteen hotels he will cut the price at least a dollar a gallon. The same is true of the butcher. If you took five hundred loins of beef instead of the fifty usually ordered by a hotel and the butcher knew you were to pay cash he would drop at least a cent a pound.

"These figures would apply to other articles, such as furniture, tapestries, upholstery, linens, silver or china. A big hotel like the Waldorf pays \$100,000 a year for china alone, \$50,000 a year for linen and \$30,000 a year for silver. Now, this business of ten big hotels would keep a line factory busy the year round, so we would establish our own factory, thus saving two profits and all the expense of middlemen and the unnecessary machinery of a complicated business. The same would be true of china. Our hotels would require an outfit of \$1,000,000 worth of china a year, so we would build china factories. But remember this is only for a beginning. The business would soon assume enormous proportions.

"There is no difficulty in handling ten, twenty or even a hundred hotels. The chief problem is to get enough up-to-date hotels with competent men to manage them. Our plan is not to interfere with any hotel in our combination. We would take over any going modern hotel on its average profits, say for five years, and on this basis pay the owners in the combination with us the per cent agreed on. We would pay the owners part in cash and part in stock, leaving them to run the hotels the same as before, with none of the employees or managers discharged.

"Of course, we would reserve the right to make improvements or suggest necessary changes, and we would require the manager to buy all supplies from our stores, which, by the way, would be another feature of our combination. We would establish stores on a colossal scale down town, selling our hotel supplies of all kinds. Our wines would come direct from growers in France; our cigars made at our own factories.

TENDENCY TOWARD MERGERS.

"The tendency of the times in one di-

Hostelries on Both Sides of the Atlantic Expected to Develop Comfort for Patrons.

SPOT CASH IS HIS TALISMAN

rection. It is a question of but a short time when the great hotels of the world will be managed by great corporations, as are railroads and steamships. The public will patronize the hotels where the best treatment is received regardless of whom the proprietor is. The day of the old fashioned hotel—the clerk with the big diamond pin and the glad hand—is past. He will no longer put on a brazen front and make the public believe that he is the whole thing, that without him the hotel would go bankrupt in a week.

"Our modern hotel system must be organized and run on a cold business basis, with the best of everything for the public and unending attention paid to the wants and comforts of patrons. The ideal hotel should be attractive and homelike and of such a size as to please the public and win patronage. The personal likes and dislikes of a guest should be remembered and catered to by efficient management. Another thing, a hotel should not be too large for the public to be overlooked. In my opinion, four or five hundred rooms are enough for any one management.

"It is our intention to put our hotel corporation on a solid foundation and to list our shares of the stock exchanges of New York and London. Only two kinds of securities will be issued—bonds and common stock, with no preferred stock and no water.

"Our plan will be to take into our combination hotels those not already leased. While we might take hotels on long leases, we would prefer to control all the property that investors may have tangible assets.

STEAMSHIP LINE PROPOSED.

"But this is not all. Our capitalists are so sure of success that we have been considering the propriety of going into steamships, as I think we shall. The matter was discussed at our last meeting, and it was considered a good business proposition to establish a line of up to date steamships, run strictly on the European restaurant plan instead of on the present wasteful system. We would charge so much a day for rooms, serving the meals exactly as is done at the Waldorf-Astoria. We would guarantee, however, that the voyage would be limited to a stated number of days, and if it exceeded there would be no extra charge for the steerage—only for meals."